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[ SEGIS ] Subject: Solicitation [ 10474 ] Question set [ 8 ] Questions [ 1 ] to [ 6 ]

Contractors have asked the following questions on the subject RFQ. The questions and answers will be distributed to all contractors currently in consideration for award of this contract.

Question 1  
Set 8                      If we were awarded a contract, all of our R&D work would occur in the US. Our parent company, however, is European. Are we still eligible to win a contract?

Answer:                      Yes, however import/export controls laws will apply.

Question 2  
Set 8                      The "Statement of Work" sections follow the "Technical Proposal" and together make up Part 1. The question is whether they are included in the 30 count page limit or are they considered outside of that?

Answer:                      Please see page 5 and 6. Part 1 = Technical proposal and the Statement of Work which shall not exceed 30 pages.

Question 3  
Set 8                      This is a follow-up to our question on Adequate Price Competition: We understand Sandia's need to determine price reasonableness and cost realism, but this can be done without the rigors of CAS. FAR 15.403-1 states that a contracting officer shall not require cost or pricing data when they have determined that prices agreed upon are based on adequate price competition. The contracting officer may still "require information other than cost or pricing data to support a determination of price reasonableness or cost realism". In addition to acting as an exception to the cost pricing data requirement, adequate price competition in firm fixed price contracts also is an exemption to the Cost Accounting Standards, per 48 CFR 9903.201-1. Please kindly confirm whether you anticipate a finding of adequate price competition.

Answer:                      The original answer still applies and will not change: This information is necessary to establish best value and cost realism.

On page 5 of the RFQ it states that proposals must be submitted electronically.

Question 4  
Set 8                      Is this an email to you with the proposal as an attachment in Word format?

Pages 1, 2, 3, and 4 require contractor's data and signatures. Should this also be an attachment transmitted electronically or sent by postal mail to you?

Instruction 19 requires a Balance Sheet and Income Statement from an annual report or auditor. We are a Silicon Valley startup with very advance technology for inverters; however, we are not yet profitable so this requirement seems to disqualify us. Are these instructions your standard boilerplate and not necessarily applicable

to the RFQ?

Answer: Yes, please email a PDF of your word document to me.  
Please scan signatures and transmit them to me electronically with your response.  
You may submit your corporate or personal tax return for the last 2 years in lieu of a balance sheet or income statement from an auditor.

Question 5  
Set 8 Can you please confirm that you only need the electronic copy of our proposal on Monday, Jan 21st. And that the hardcopy can follow a day later? Monday is the MLK holiday.

Answer: Please submit an electronic copy by February 4, 2008. Hard copies must be postmarked by February 4, 2008.

Question 6  
Set 8 1) What is the date that full proposals are needed? I was a little confused as to whether this is the Jan-21 date or the April-24 date.  
  
2) Can you tell me what is the total funding available for this program? That is, on page 12 of the RFP, it lists the maximum funding to be provided by SNL but it was unclear if that was the maximum funding for an individual performer or the total for all performers potentially selected on the program if multiple performers were selected.

Answer: Proposals are due on February 4, 2008.  
Please see page 12 for the maximum contract amount.  
Funds will be allocated per company and consistent with instruction 24 on page 15 of the RFP.  
Please see page 20 of the RFP for Maximum Contract Values.  
Contracts placed by Sandia will not exceed the maximum contract value.  
Contractors must contribute the minimum contribution as stated on page 20.

Please feel free to contact me if you have any comments or questions.

Carolyn David  
Sandia Contracting Representative